

Personal Information


Yusuf BUĞBUL

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📅 **Date of Birth** 16/09/1986 | **Nationality** T.C.

👤 **Marital Status** Single | **Military Service** Paid service - 12-2014

Desired Department & Positions

Sales and Marketing Dept. , Communication – Edu. & Training Department, Foreign Affairs Dept.

Branch Manager, Marketing Sales Manager / Executive, Corporate Sales Manager / Executive
District Sales Manager / Director, Foreign Sales Executive

Work Experience

06.2012 – 07.2014
(resigned due to military service)

Branch Manager

English TIME Language Schools & Overseas Education – Kadıköy, İstanbul

- Direct all operational aspects including customer service, human resources, administration and sales
- Monitoring team's performance and motivating them to reach targets
- Developing sales strategies and setting targets
- Develop forecasts, financial objectives and business plans
- Network to improve the presence and reputation of the branch and company

04.2011 – 06.2012

Corporate Sales Executive

English TIME Language Schools & Overseas Education – Kadıköy, İstanbul

- Executing the B2B, corporate meetings and whole sales process
- Reaching out to new customers and making presentations, outlining the benefits of services
- Establishing, maintaining and expanding your customer base
- Maintaining relationship with all potential and existing clients
- Ensuring proper servicing and after sales support to clients

07.2009 – 03.2011

Area Sales Specialist

English TIME Language Schools & Overseas Education – Kadıköy, İstanbul

- Maintain and develop good relationship with customers through personal contact or meetings or via telephone etc.
- Servicing the needs of existing customers
- Prepareing reports by collecting, analyzing, and summarizing information
- Reporting to senior managers

Educational Background

10.2013 **ALES Exam – 74** *(will be applied for marketing communication master degree)*

2004 - 2012 **Public Relations & Publicity (Bachelor's Degree)**

Kocaeli University

Communication Faculty

2004 - 2005 **Preperation Course**

Kocaeli University

English Language & Literature (Advanced Level)

Personal Skills

Other Languages

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken Interaction	Spoken Production	
English	Advanced C2	Advanced C2	Advanced C2	Advanced C2	Advanced C2
Spanish	Elementary A2	Elementary A2	Elementary A2	Elementary A2	Elementary A2

Organisational / Managerial Skills

- Leadership (held responsibility of 8 membered sales team and co-ordination of native speaker English teachers)
- Management skills (2+ years of branch management experience)
- Proven knowledge of modern management techniques and best practises
- Ability to meet sales targets and production/service goals
- Results driven and customer focused
- Open-minded, quick witted and innovational
- Enthusiastic, authentic and ambitious

Computer Skills

- Very good command of Microsoft Office™ (Effective using at work)
- Several CRM software knowledge
- Adobe Photoshop & Illustrator (several graphic designs and workshops at university)
- Corel Paint Shop Pro & CorelDraw
- Able to use Microsoft Windows, Linux & Mac OS

Other Skills & Hobbies

- Visual communication design (advertisement, flyers and brochure designs)
- Advanced photography knowledge (Canon 550D, 5D mark2, Nikon , Sony ve Fujifilm (several camera and lenses)
- Extreme sports (skateboarding, parasailing, trekking, paintball, ATV)
- Diving (5m)

Driving Licence

- Class B (2011)

Abroad Experiences

- 01/2011 – England
- 07/2011 – Italy, Monaco, France
- 11/2011 – Spain, Holland
- 07/2012 – Russia, Japan

Additional Information

Conferences
Seminars
Courses & Lessons

2. International Public Relations Conference (Kocaeli University) (2006)
 Entrepreneurship & Career Management Seminars (Kocaeli University) (2006)
 CRM and Advanced Sales Techniques (Ümit Ünker – CEO / Entrepreneur) (2014)
 Sales Management Training Courses (Ümit Ünker – Sales Coach) (2012)
 English For Business Life (HİT203) - Communication And Quality Management (HİT318)
 Media Planning In Pr (HİT312) - Corporate Identity And Brand Management (HİT411)

Honours & Awards

Winning the sales championship several times amongst all of the sales representatives (based on both sales and received payment rates) between 2009 - 2011

References

- Tolga Çevik – Consulate General of the Czech Republic in İstanbul
 - Hakan Arslan – Wyndham Grand Hotel İstanbul Corp. Sales Manager
 - Ümit Ünker – Turkcell Yemek Guru Service Founder - CEO
 - Shadi Alftayeh – ESL Teacher (Canada Citizen)
 - Joshua Bruening – Instructor at Bilgi University (US Citizen)
- *Reference contacts are available upon request*

Attachments

Reference letters, Bachelor's degree diploma, A pair of photograph (AUR)